

INDUSTRY PROFILE



42 Wholesale Trade

The Wholesale Trade sector comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The merchandise described in this sector includes the outputs of agriculture, mining, manufacturing, and certain information industries, such as publishing. The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of (a) goods for resale (i.e., goods sold to other wholesalers or retailers), (b) capital or durable nonconsumer goods, and (c) raw and intermediate materials and supplies used in production.

Wholesale Trade comprises only 3.8 percent of all state employment. It is a well-paying industry, as its average monthly wage of \$3,517 is 40 percent higher than the statewide average for all industries.

Largest Employers

Associated Food Stores
Nu Skin International
Sysco Intermountain Food
Intel Corporation
Nicholas & Company
Nu Skin United States
Freightliner of Utah
Brashers Auto Auctions
Utah Auto Auction
Frank Edwards Co.
IBM
Xerox Corporation
Alliant Foodservice
XPEDX
Ikon Office Solutions
The News Group
Balkamp Inc.

2002	Employment	Wage*
Total	40,441	\$3,517
Merchant Wholesalers, durable goods	20,149	\$3,409
Motor Vehicle and Parts	2,574	\$2,514
Furniture and Furnishings	332	\$2,858
Lumber and Construction Supply	1,782	\$3,044
Commercial Equipment	3,891	\$4,603
Metal and Mineral Merchant	991	\$3,367
Electric Goods	1,748	\$3,759
Hardware and Plumbing	1,471	\$3,503
Machinery and Supply	5,092	\$3,247
Miscellaneous Durable Goods	2,268	\$2,800
Merchant Wholesalers, nondurable goods	12,514	\$3,112
Paper and Paper Products	1,067	\$2,943
Druggists' Goods	1,977	\$4,380
Apparel and Piece Goods	388	\$2,639
Grocery and Related Products	4,960	\$3,014
Farm Product Raw Materials	270	\$1,531
Chemicals	712	\$4,086
Petroleum Products	600	\$2,991
Alcoholic Beverages	554	\$3,077
Miscellaneous Nondurable Goods	1,987	\$2,188
Electronic Markets and Agents and Brokers	7,778	\$4,447

* Average monthly wage



North American
Industry
Classification
System

Wholesale Trade

INDUSTRY HISTORY

Year	Employment	Avg. Wage+	% of Utah Avg. Wage	# of Establish.	Payrolls	Emp.% of State Total	Payroll % of State Total
2000	40,471	\$3,466	144.3	5,044	\$1,683.3 M	3.8	5.4
2001	41,157	\$3,484	141.1	5,219	\$1,720.6 M	3.8	5.4
2002	40,441	\$3,517	140.1	5,320	\$1,706.7 M	3.8	5.3

+ Average Monthly Wage

COUNTY PROFILES

County	Wholesale Trade Employment	% of State W.T. Emp.	W.T. % of County Total Emp.	Largest Wholesale Trade Employer
Salt Lake	28,273	69.9	5.3	Associated Food Stores
Utah	3,873	9.6	2.6	Nu Skin International
Davis	2,538	6.3	2.9	Utah Auto Auction
Weber	1,936	4.8	2.2	Larsen Beverage
Washington	643	1.6	1.7	Quality Park Products
Cache	658	1.6	1.5	Intermountain Farmers
Box Elder	385	1.0	2.2	Golden Empire
Uintah	360	0.9	3.6	Coca Cola Bottling
Iron	307	0.8	2.2	Cedar Livestock Market
Morgan	154	0.4	9.4	Browning

*Equal Opportunity Employer/Program
Auxiliary aids and services are available upon request to individuals
with disabilities. Call (801) 526-9240. Individuals with speech
and/or hearing impairments may call the state relay at 1-800-346-4128.*

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Utah Department of Workforce Services
Economic and Data Collection and Analysis Unit
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